

## Message Text

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12

ACTION TRSE-00

INFO OCT-01 EA-10 NEA-09 ISO-00 IO-10 SP-02 AID-05 EB-07

NSC-05 CIEP-02 SS-15 STR-04 OMB-01 CEA-01 CIAE-00

COME-00 FRB-01 INR-07 NSAE-00 XMB-04 OPIC-06 LAB-04

SIL-01 L-02 H-02 PA-02 PRS-01 USIA-15 /117 W

----- 009738

R 220105Z FEB 75

FM AMEMBASSY JAKARTA

TO AMEMBASSY MANILA

INFO SECSTATE WASHDC 6701

AMEMBASSY WELLINGTON

AMEMBASSY VIENTIANE

AMEMBASSY TOKYO

AMEMBASSY TAIPEI

AMEMBASSY SINGAPORE

AMEMBASSY SEOUL

AMEMBASSY SAIGON

AMEMBASSY RANGOON

AMEMBASSY NEW DELHI

AMEMBASSY KUALA LUMPUR

AMEMBASSY PHNOM PENH

AMEMBASSY KATHMANDU

AMEMBASSY KABUL

AMEMBASSY ISLAMABAD

AMCONGEN HONG KONG

AMEMBASSY DACCA

AMEMBASSY CANBERRA

AMEMBASSY COLOMBO

AMCONSUL MEDAN

AMCONSUL SURABAYA

UNCLAS JAKARTA 2209

MANILA FOR USADB

DEPT FOR NAC AGENCIES

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E.O. 11652: N/A

TAGS: EAID, EFIN, BEXP, ID

SUBJ: U.S. PROCUREMENT FROM ADB-(INANCED PROJECTS

REF: MANILA 1818

1. EMBASSY WARMLY WELCOMES OPPORTUNITY COMMENT  
ON ADB PROCUREMENT ISSUE RAISED REFTEL.

2. JAKARTA HAS EXPERIENCED RELATIVELY FEW BREAK-  
DOWNS IN FORMAL ADB INFORMATION FLOW, AND US ADB  
HAS KEPT US CURRENT ON MAJOR DEVELOPMENTS SUCH  
AS APPROVAL OF LOAN, NAMING OF CONSULTANT, AND  
ISSUANCE OF TENDERS. A SYSTEM TO KEEP US INFORMED  
ON DAY-TO-DAY DEVELOPMENTS (PARTICULARY AFTER LOAN APPROVAL WHICH  
WOULD ENABLE U.S. FIRMS MAXIMIZE THEIR CHANCES EXPLOIT THESE  
OPPORTUNITIES)WOULD BE VERY USEFUL.

3. SUCCESSFUL EXPLOITATION OF PROJECT OPPOR-  
TUNITIES INVOLVES MUCH MORE THAN SUBMISSION OF BID  
AFTER FORMAL ANNOUNCEMENT DATE. LONG TERM INTIMATE  
CONTACT WITH PROJECT AND THOSE PREPARING SPECIFI-  
CATIONS TO MAINTAIN KNOWLEDGE OF PROJECT STATUS  
IS VERY IMPORTANT. WE RECOGNIZE THAT IN THE ADB  
SYSTEM IT IS DIFFICULT TO FIND OUT EVEN WHEN  
ADB CONSULTANTS ARE IN A GIVEN COUNTRY TO WORK

ON A PROJECT; AND USUALLY BETWEEN TIME CONSULTANTS  
ARE NAMED AND TENDERS APPEAR VERY LITTLE INFO  
IS AVAILABLE ON EVOLUTION OF PROJECT SPECIFICATIONS.  
THUS POST NOT RPT NOT IN POSITION ADVISE U.S.  
FIRMS ON PROGRESS AND DIRECTION PROJECT TAKING,  
LET ALONE DETAILED PROCUREMENT REQUIREMENTS TO BE  
EXPECTED. SUCH INFORMATION NOW CAN ONLY BE

OBTAINED THROUGH INVESTIGATION WITH INDONESIAN  
OFFICIALS - A TIME CONSUMING TASK TO WHICH THIS  
EMBASSY CAN ILL AFFORD COMMIT ITS LIMITED RESOURCES  
SINCE MOST PROJECTS TO WHICH WE DEVOTE OUR EFFORTS  
ARE LARGER THAN THOSE USUALLY FUNDED BY ADB.

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4. SIMILARLY, EMBASSY DOES NOT RPT NOT HAVE  
AVAILABLE SUFFICIENT NUMBERS QUALIFIED MANPOWER  
REQUIRED EFFECTIVELY ANALYSE MOST ADB TENDERS  
(EVEN AFTER ISSUANCE). THUS RATHER THAN AGGRESSIVELY  
ALERTING THOSE U.S. FIRMS IN AREA WHO MIGHT TAKE  
ADVANTAGE SPECIFIC PORTIONS TENDERS, WE ARE GENERALLY  
IN REACTIVE MODE OF MAKING AVAILABLE COPIES OF TENDERS  
TO THOSE VISITING FIRMS WHO REQUEST THEM. IF

COMPLICATIONS DEVELOP OR IF TENDERS NOT YET ISSUED,  
WE USUALLY FORCED REFER U.S. FIRM TO USADB  
MANILA.

5. SINCE UNLIKELY THAT BANK, WITH ITS LIMITED  
RESOURCES, WILL ITSELF UNDERTAKE ROLE OF PROVIDING  
CONTINUING DETAILED INFO FLOW AND REQUIRED PROCUREMENT  
ANALYSIS, WE STRONGLY RECOMMEND THAT COMMERCIAL OFFICER  
BE ATTACHED TO U.S. ADB STAFF TO PROVIDE THIS NEEDED  
INPUT TO POSTS AND TO UNDERTAKE PROACTIVE ROLE OF  
ALERTING AND ENCOURAGING APPROPRIATE U.S. FIRMS  
THROUGHOUT SEA PURSUE RELEVANT ADB PROJECTS AS THEY  
UNFOLD. LOCATED AT CENTER OF INFORMATION FLOW AND  
PROJECT COORDINATION, SUCH PERSON SHOULD BE ABLE WITH  
MAXIMUM EFFICIENCY MAKE SIGNIFICANT CONTRIBUTION TO  
INCREASING U.S. EXPORTS THROUGH ADB PROJECTS.

6. AN ALTERNATIVE FOR ACCOMPLISHING SOME OF ABOVE  
OBJECTIVE WOULD BE ENCOURAGE NATIONAL CONSTRUCTORS  
ASSOCIATION AND/OR OTHER SIMILAR INDUSTRIAL ORGANIZATION  
ASSIGN REPRESENTATIVE IN MANILA. ANOTHER ALTERNATIVE  
WITH GREAT MERIT WOULD BE THE ASSIGNMENT TO MANILA  
OF REGIONAL USDOC/MEPD PROJECT OFFICER, WELL FUNDED  
FOR TRAVEL, TO SERVE EA POSTS ON BOTH ADB PROCUREMENT  
AND OTHER MAJOR PROJECT OPPORTUNITIES.  
NEWSOM

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** PROCUREMENT, TRADE PROMOTION, BANK LOANS, PROGRAMS (PROJECTS), BUSINESS FIRMS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 22 FEB 1975  
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**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Unique ID:** 00  
**Drafter:** n/a  
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**Film Number:** D750063-1001  
**From:** JAKARTA  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750221/aaaaasrm.tel  
**Line Count:** 141  
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**Office:** ACTION TRSE  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** U.S. PROCUREMENT FROM ADB-(INANCED PROJECTS  
**TAGS:** EAID, EFIN, BEXP, ID, ADB-1  
**To:** TRSY MANILA  
**Type:** TE  
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